



Advanced Supply Chain Software™

for Microsoft Dynamics®



SALES AND OPERATIONS PLANNING™

➤ HIT YOUR MARGINS AND INCREASE PROFITABILITY

When you are planning for the upcoming year, you need to know if you will be profitable. You need to know if you have the resources to execute and who your partners are that can deliver. It's great to set goals like 30% year over year growth, but how will you hit that goal?

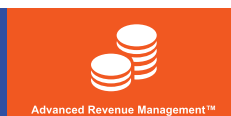
Why not convert your plan into an executable using software that can help you verify all the data points to make sure you can hit, or let you know where things are off track?

With **Sales and Operations Planning™** a software solution that is a part of the Advanced Supply Chain Software™ suite for Microsoft Dynamics® AX, powered by I.B.I.S., Inc., you have a plan that is signed off on by everyone in supply chain – from executives to finance to vendors and external parties. With **Sales and Operations Planning™** you won't just hope to increase sales, you will have a data reinforced plan to actually achieve increased margins.

ABOUT ADVANCED SUPPLY CHAIN SOFTWARE™

for Microsoft Dynamics® AX

Advanced Supply Chain Software™ for Microsoft Dynamics® AX offers distributors so much more than applications that manage a single aspect of your supply chain. You get comprehensive end-to-end advanced supply chain functionality built by industry experts to address the full depth and breadth of your supply chain needs. Improve supply chain velocity, exceed customer expectations and optimize your profitability – all with industry proven software.





Sales Program and Promotion Planning

For high level S&OP consideration of potential constraints include all sale and promotions in your original plan and identify any constraints prior to accepting and implementing any item level forecast.

Season Planning Workbench

Define your sales seasons by customer and product and include any activity within you S&OP process as well as your item forecasting level.

Seasonal Wave Planning

A wave can be used at the S&OP level as well as the Forecasting level to define a specific seasonal program containing end items. The wave is defined at the S&OP level and executed at the end item forecasting level.

Plan Workflows

Workflows ensure that the plans are reviewed, approved and executes. The workflows are also monitored for accountability and responsibility as all changes and approvals are kept in the system.

ABC Costing

ABC costing allows you to apply high level costs for review and approval. A plan needs to be costed in order to allow it to be fully executed. The costs are also constraints that need to be reviewed and approved by the executive team.

Customer Planograms and Display Types

At the S&OP level a planogram can define the storage requirements for a family/brand of products therefore managing space constraints against requirements. This can be extended at the forecast level all the way to retailer space requirements.

Store Cluster Groups

A store cluster allows you to define which customers/stores are connected to each other. This can be by geography, types of products, etc. You can define multiple customers and assign them to a geographical cluster or retailers by geography and the stores that are part of it.

Compliance

Identify which vendors meet your compliance requirements by customer to the factory level. Certification IDs are required and lab tests can be entered and tracked.

Sales and Operations Planning™ has all the capabilities you need to manage even the most complex supply chains simply and conveniently. Every factor that affects your business and margins is at your fingertips so you can account for all facets of your organization. Stop overlooking key processes and strategies and ultimately leaving money on the table. Improve your planning process driving your total profitability with **Sales and Operations Planning™** from I.B.I.S.

Microsoft Dynamics® Strategic Development Partner



I.B.I.S., Inc., a Sonata Software Company, is a member of the elite Microsoft Dynamics® Strategic Development Partner program, an honor reserved for those Partners who have demonstrated deep industry and functional expertise. I.B.I.S. has that expertise in global supply chain management, and they used that knowledge and experience to create one of the most flexible and advanced supply chain applications available today. In fact, Advanced Supply Chain Software™ is so well-respected that Microsoft Partners all over the world call on I.B.I.S. to help their clients resolve their most complex supply chain issues.



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